

REFLECTIONS

ON THE

EXPEDIENCY

OF

Opening the TRADE

TO

TURKEY.

Humbly offer'd to Publick Consideration.

By a SINCERE WELL-WISHER to the TRADE and
PROSPERITY of GREAT-BRITAIN.

Tros Tyriusq; mihi NULLO DISCRIMINE agetur, VIRG.

P R I N T E D

FOR T. TRYE, NEAR GRAY'S INN-GATE IN
HOLBORN, LONDON. MDCCLIII.

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I. **A**LL the Powers in *Europe* are now endeavouring to extend their Commerce; And if GREAT BRITAIN cannot, or *will not* extend hers in Proportion, she will be no longer able to preserve that Rank and Figure she has hitherto maintain'd.

II. MANY of those Countries, *Spain* in particular, which used to admit great Quantities of *English* Merchandise, are now setting up Manufactures of their own, and laying Burdens on ours, to prevent their Introduction: So that it is become more expedient than ever, to seek out as many *new* Markets as we can.

III. THE *Turky* Company are not *able*, were they *willing*, to sell the *English* Manu-

factures so cheap as they might be render'd by Virtue of a free Trade: For

1st. IF no Ships are allowed to be employed, but the general Ships of the Company, or such as the Managers shall appoint, a private Member has no Choice, but must submit to all the Expences, Inconveniences, and Discouragements, which the Directors and their Friends will please to lay upon him:

2^{ly}. THE Carriage of the Goods up to *London*, the Gains of the Factors, Clerks, Ware-house Keepers, and all intermediate Agents, are very heavy Taxes on the Manufacture, sufficient of themselves to turn the Ballance in Favour of our Rivals the *French*, the natural Enemies of our Commerce:

3^{ly}. THE Expence of Package, Portage, Hallage, Loading, and Unloading, Custom-house Fees, and all Port Charges, are more exorbitant in *London* than in any Part of the Kingdom:

4^{ly}. THE Dearness of Victualling and Manning of Ships in the Port of *London*, is another material Article; Whereas many other Ports are not only cheaper, but more commodiously situated, as being nearer the Places, where the Goods are manufactured.

IV. THE Aims of an exclusive Company can never co-incide with the Welfare of the Publick; Inasmuch as Monopolists, established by Law, are thereby secured from

Rivals; So that their particular Interests consist in selling as *dear* as they can; whereas the Interest of private Adventurers is to sell as *cheap* as possible, in order to get Custom by rivalling each other. Thus the Publick is benefitted by Emulation, as it promotes the Circulation of Labour and universal Plenty; — but is hurt by Monopolists, who are a Check to Industry, to the Circulation of Labour at home, and the Exportation of it abroad; and whose only View, whatever may be pretended, is to sacrifice the general Interest of the Kingdom to that of a few Individuals.

V. THE *Turkey* Company is a Monopoly in every Sense,— * as no private Member is allow'd to fit out a Ship *when* he pleases,

* See the *London Magazine* for the Months of *Nov.* and *Dec.* 1745, where these Points are incontestibly proved in the excellent Speeches of L-d *S-nds*, p. 530 and 636; and of L-d *L-ngsd-le*, p. 578.—See also Sr. *Josiah Child*, Chap. 3, *Concerning the Companies of Merchants*; where all the supposed Objections against an open Trade are answered. Only the Reader is desir'd to take Notice, That as to what this celebrated Writer has said about the Necessity of exclusive Companies for the *Guinea* and *East-India* Trade, Experience has fully demonstrated since he wrote, That he was mistaken in Relation to the Trade to the Coast of *Guinea*; it being now ten Times more extensive, and more advantageous to this Nation, than ever it was, when confin'd to a Company; — And with Regard to the *East-Indies* — Sr. *Josiah* himself was the Chairman of that Company,—and his Brother the chief Governor abroad.

or to export and import what *Quantities* of Goods he would chuse,—As the Trade is confin'd to the single *expensive* Port of *London*,—As the Freedom of the Company is limited to Merchants by Profession, and has been obstructed under frivolous Pretences,—And as the Members themselves are fetter'd with By-laws.

VI. THIS exclusive Society not only exports a much less Quantity of *English Labour* than would be exported, were the *English Trade* free, but also imports the *less* of *raw Materials*, so necessary for several Manufactures, and the Employment of the Poor.—That important Article, *raw Silk* in particular, which should always be brought to Market at the lowest Price possible, has by Monopolies, and their natural Consequence, *Engrossing*, been raised so high, as to injure greatly the Silk Manufacture. And this arises from two Causes;

I. THE *Turks* will deal with those, that supply them with Goods on the cheapest Terms; consequently not with the *English*; And sell to those, who give the highest Price, [*i. e.* the greatest Quantity of Labour in Exchange] which an exclusive Society will not do: Therefore our *English Company* neither *will*, nor *can* make great Returns in *Turkish Goods*:

2. AFTER the Goods are brought to *England*, the Company keep up the Price of their

Sales as high as possible, in order to get immense Profits on Small Imports. And this they do with Safety, because there are none to rival them.

VII. OUR Woollen Manufacturers are ready to make it appear from the Specimens they have seen of the Cloth of *Languedoc* design'd for the *Levant*, That they are able to out rival the *French*, provided this Commerce has a free Course, and every Adventurer is permitted to ship off from what Port he pleases.

VIII. WERE such Liberty obtain'd, they have Reason to conclude, That they could render their Goods still cheaper;

1st. BECAUSE those Druggs for Dying, which now pass through the Hands of a Company, would be sold at a more reasonable Rate;

2^{ly}. BECAUSE the Oils and Ashes for making Castille Soap could be purchased on such advantageous Terms, as would induce the *English* to set up that necessary Branch of Manufacture: Which Soap is made at present chiefly at *Marseilles*, thence sent to *Leghorn*, and from *Leghorn* imported into *England*; By which Means the *English* Manufacturer is burdened with an heavy additional Expence.—Nor is this the only Evil; For our Colonies in *America* are now wholly supplied with *French* Soap from *Martinico*, and the other Islands belonging to that Crown,

and even from *France* itself (the present *English* Soap made of Tallow not being fit for their Climates): By which Means several other Species of *French* Manufactures are introduced into our Sugar Islands and Northern Colonies, to the great Detriment of the Commerce, Revenue, and Navigation of GREAT BRITAIN: But

3^{ly}. ANOTHER Reason why the Woollen Cloths design'd for the *Levant*, might be vended cheaper, is, Because a considerable Saving is to be made in the Expence of *Dying*. For were this Trade to have a free Course, the Manufacturer might dye his own Cloth at such a Season as would not interfere with his other Business, and contrive every Thing to the best Advantage: Whereas at present the Cloth is sent up white to *London*, and dyed there in haste, at an exorbitant Charge, both as Living and Wages are dearer, and as those Journeymen, who have not constant Business, must have the higher Wages while they are employed.

IX. ALL other Parts of a Cargo for the *Turkish* Dominions, as well as Woollens, might be rendered much cheaper, as the Expence of Carriage, Shipping off, &c. would be considerably less.—Moreover there is the strongest Probability, That great Demands would arise from the Manufactures of Iron, Steel, Brass, and Copper, for Cutlery and *Birmingham* Ware, for the Produce of the Looms

of *Manchester*, *Coventry*, and *Norwich*, for printed Linnens, Paper Hangings, and such Kinds of Ornaments, as most of these Articles might be exported from several Places, at a less Charge, than from *London*,—And as the *English* are known to excell other Nations, both in Fabrick and Cheapness: So that were the Trade free, the Port of *Marseilles* would labour under such Difficulties from these Circumstances, as the Advantage of its Situation could by no Means compensate.

X. ADD to all this, That the Freight, and Insurance, and Navigation of Ships are much dearer, in Proportion, at *Marseilles*, than in *England*. The Interest of Money is also *Six per Cent*; and the Price of Tin and Lead, and Shot must necessarily be much higher: So that the prodigious Encrease of their *Levant* Trade cannot possibly be ascribed to any other Cause, but to the Monopolies and Exclusions of the *English* against their own Countrymen, in Favour of the *French*. And therefore it should be duly considered by every *true Patriot* and Lover of his Country, That the CHIEF Competition in this Struggle for the Liberty of Commerce, is not between one *English* Merchant and another,—But between GREAT BRITAIN and FRANCE.

XI. WERE the Trade laid open, the *Turks*, *Greeks*, and all the Nations of those vast Territories would find a greater Demand for their

respective Commodities; and then they could afford to buy greater Quantities of ours:— Whereas at present they neither are able to purchase much, nor, if they were, are they inclined to do it, on Account of the excessive Dearness of the *English* Merchandise.

XII. AN Encrease of the Exportation of our own Manufactures must create an Encrease in the Excise, and all inland Duties; for the Government is infallibly a Gainer by every Scheme, that finds Employment for the People, encourages Labour, and promotes Wealth, as these Things necessarily occasion the greater Consumption of all Commodities, that pay Duties:—On the other Hand, an Encrease of the Importation of such foreign Materials, as excite the Industry of the Natives, is doubly advantageous, both by the *Customs* they pay at first Landing, and the *Hands* they employ afterwards. Therefore the Encrease of such a Trade is desirable, in every Light, both to the Government, and to the People.

XIII. If any of the Merchants belonging to the Out-ports should happen to bring in such raw Materials as are not wanted on the Spot, the Advantages they receive in other Respects would enable them to pay the Expence of Carriage to a proper Market. And indeed the Carriage of raw Silk, Camels Hair, Cotton, Wool, &c. from *Bristol* to *Coventry*, from *Liverpool* to *Manchester* and *Derby*, from *Yarmouth* to *Norwich*, &c. would not

be so dear, as it is now from *London* to those Places. Besides, it is natural to suppose, That as the Trade encreased, other Towns in the North, and West, and Middle of *England*, and in *Scotland* also, would set up Manufactures. So that every Part of the *united Kingdom* ought to consider itself as interested in Opening this Monopoly.

XIV. WHATEVER Regulations are judged necessary, under the Inspection of proper Persons either at home, or abroad, for the good Government of a *free Trade*, or the Preservation of Health, and Security from the Plague, they will be gladly received, and thankfully submitted to. And an open Trade might be very easily put under much stricter Examinations, not only as to the Goodness of the Manufactures exported, but also in Relation to † Bills of Health, and performing

† All Ships returning from the *Levant*, in Times of Infection, might perform Quarantine either at *Portmahon*, or *Gibraltar*, as these Places are directly in their Voyage homewards, and might be made very convenient for supplying them with proper Stores, and Refreshments; so that it would be in some Measure the Interest of Ships, on a long Voyage, to call at one or other of these Places; especially if they were made *Free Ports*. Moreover for the greater Security, all Ships returning from the *Levant* might be obliged, under the Penalty of forfeiting Ship and Cargo, to touch at one or other of these Ports, and obtain Bills of Health from the Magistrates, before they proceed to *England*. These Cautions are very practicable in themselves, and yet much stricter, than have been usually required either

Quarantine, than what the Company have been subject to for many Years past;—Tho' a Plague in *London* would have been much more fatal, than in any other Part of the Kingdom.

XV. WERE the Trade to *Spain* or *Portugal* now in the Hands of a Company, and an Attempt made to render it free, great Pains would be taken, *as there are now in the present Case*, to set forth the Danger of permitting Shop-keepers and low Tradesmen to go over to *Spain* or *Portugal*.

“ THEY will raise the Jealousy of the Populace by interfering with their Trades,—
 “ or inflame the Zeal of Bigots against countenancing Hereticks:—Low and indiscreet
 “ People will import *prohibited* Books, and so
 “ draw down the Power and Vengeance of
 “ the Inquisition,—will give Offence by their
 “ Behaviour while the Host is passing by,
 “ —perhaps ridicule some of their religious
 “ Processions, and so cause Tumults and Insurrections:—Or in general they will not
 “ fail to excite an universal Odium by the
 “ Diversity of their Dress and Customs, and

of the *Turky* Company, or of the Merchants trading to *Barbary* and *Morocco*. And here we must observe, that though the Plague is as frequent in these Countries as in *Turky*, yet the Company never objected to the Carrying on of an *open* Trade to *Barbary* and *Morocco*; and the Reason is,—Because these Countries are without the Limits of their Charter.

“ great Licentiousness of Manners.—There-
 “ fore by attempting to throw the Trade
 “ open, we shall infallibly lose it all.”

THUS it appears, That Objections much *more plausible* might be raised against opening the Trade to *Spain* and *Portugal*, were it now in the Hands of a Company, than against the Revocation of any exclusive Grant now subsisting. But indeed We must consider all these Kinds of Objections as the *mere Di-lect* of Monopolists, who use it, *mutatis mutandis*, against opening *any* Trade, in order to cover their own private Interest under an Appearance of Publick Good.

BUT Common Sense and daily Experience are continually exposing the Falsity of such Suggestions. And were the Trade opened to *Turky*, there is no Degree of Probability, That Shop-keepers and low People would be fond of going there:—And if they did go, they certainly would agree with the Natives as well as the *English* Sailors do now.

XVII IF the Trade to *Turky* had a free Course, what Reason is there to imagine, That it would be engrossed by the *Jews*? And why must it be supposed, That the *English* in particular would suffer in this Respect, more than the *French*, *Dutch*, or *Italians*? Besides, as the *Jews* might insist upon the Freedom of the Company, as well as others, provided they are Merchants by Profession, and as they reside chiefly in *Lon-*

don, and are a rich *united Body of Merchants*, this very Objection might be urged with greater Force against the Confining such a Trade to a Company, than against laying it open; — Especially as the *English Jews* by Means of their Connection with their Brethren in *Turky*, who are the only Brokers in that Country, might be the better able to form a Combination to engross the whole Trade to themselves, and execute it with Success. But in fact, this Objection betrays its own Weakness, and would never have been brought, if a stronger could be found: and it is the first Time that the *Jews* were accused of being injurious to the Interests of a *Trading Nation*.

XVII. IT is equally incredible, that the Government and People of *Turky* should be displeased at the Dissolution of the present Monopoly. And what Grounds are there for such a Supposition? For in an *open Trade*, *English Manufactures* would be imported in greater Quantity and Variety, and on cheaper Terms, — more *Turkish Goods* be taken in Barter, and a larger Revenue would arise to the Government. But in a *confined Trade*, fewer Manufactures are imported, more exorbitant in Price, demanding fewer Goods in Exchange, and paying less to the Customs. And can we imagine, That the *Turks* would once hesitate, To which Side the Preference is due? Or have we ever found, That any

of those other Nations, to whom We once traded by exclusive Companies, have complained at the Dissolution of these destructive Monopolies, and desired their Restoration?

To confirm this, We have a remarkable Speech recorded in *Camden's Annals* of one of the Czars of *Moscovy*, when that Country was thought to be over-spread with Ignorance and Barbarism; which is mention'd by the R^{ev}^d. and ingenious Mr. SMITH in his *Memoirs of Wool*, Vol. I. p. 114. viz.

“ THEODORE JOANNIDES succeeding to
 “ the Empire, granted to all Merchants of
 “ what Nation soever, free Access into *Rus-*
 “ *sia*. And being oftentimes solicited by the
 “ Queen [ELIZABETH] to confirm the Pri-
 “ vileges granted by his Father to the *Mus-*
 “ *covia* Company of *English* Merchants, To
 “ wit, That only *English* Men of *that Com-*
 “ *pany* should come into, or trade in the
 “ North Parts of *Russia*, and that Custom-
 “ free, in Regard they were the First that
 “ discover'd the Passage thither by Sea: He
 “ thereupon desired her to give Liberty to
 “ all the *English* to trade into *Russia*; For to
 “ permit some and deny others, was an In-
 “ justice. Princes, said he, must carry an in-
 “ different Hand between their Subjects, and
 “ not convert Trade (which by the Law of
 “ Nations ought to be common to all) into
 “ a *Monopoly*, to the private Gain of a few.
 “ As for his Customs, he promised to exact

“ less by one half of that Company than of
 “ the rest; because they First discover’d the
 “ Passage thither by Sea. In other Matters
 “ he confirm’d their former Privileges, and
 “ added some few more, out of his Respect
 “ to the Queen, and *not* for *any* Desert, as
 “ he said, of the Company; many of whom
 “ he found had dealt *falsly* with his Sub-
 “ jects.”

XVIII. BUT when an exclusive Grant is once obtained, It must be defended by some Kind of Arguments, however weak and inconclusive. Now the *Turky* Company was first erected, and afterwards established in such Times, when the Principles of Trade, and the Nature of the Landed and Commercial Interests of a Kingdom were not understood; — or if understood, not sufficiently regarded: — In such Times, when Monopolies and Exclusions carried all before them. Of the Truth of which Assertion, we need only consult RYMER’s *Fœdera*, and the common Historians for the Reigns of Queen ELIZABETH, King JAMES I. and King CHARLES I. to find sufficient Evidence; many of which Monopolies were again renewed by King CHARLES II.—And at the Time of the *Revolution*, were grown too powerful to be attacked with Safety.

FOR as to *Foreign Trade*, There was an exclusive Company to *Hamburg* and the

Baltick,—to *Moscovy* and *Greenland*,—to *Germany* and *Flanders*,—to *France*,—to *Spain* and *Portugal*,—to *Italy*,—and to *Africa*.

SPECIAL *Licences* were also to be purchased for the *Importation*, or Sale of *Madder*, *Logwood*, *Deal Boards*, *Wine* and *Tobacco*:—Likewise for the *Exportation* of *Corn*, *Leather*, and *Butter*:

AND 2^{ly} as to our DOMESTICK COMMERCE, there were *Pre-emptions* or *Monopolies* for *Tin*, *Salt*, and *Coals*: *Exclusive Patents* for *Sea-Weed*, *Kelp*, and *Glass*,—*Salt-petre* and *Gunpowder*,—*Soap* and *Starch*,—*Gold* and *Silver Lace*,—*Beaver Hats* and *Demi-Castors*,—*Dying* and *Dressing* of *Cloth*,—*Making* of *Allum*,—and even for *Gathering* of *Rags*.

SPECIAL *Licences* were also necessary to be obtained for making *Iron* and cutting down *Wood* for *Charcoal*,—making of *Butter Casks*,—using of *Wine Casks* for *Ale* and *Beer*;—also for making of *Malt*,—and brewing of *Ale* for *Publick Vent*.

MOREOVER the *Gardiners* for six *Miles* round *London* were incorporated into an exclusive *Company*, as were also the *Traders* and *Artificers* within the *District* of three *Miles*.

Now all these *Monopolies* and *Exclusions*, (and many more might be enumerated) set out with pompous *Titles*, and great *Profes-*


sions of Zeal for the Publick Welfare. “ They
 “ were all established, either for the Encrease
 “ and good Government of Trade.—Or to
 “ keep up the Credit of the *English* Manu-
 “ factures in foreign Markets,—or for pre-
 “ venting the Ignorant and Unwary from be-
 “ ing imposed upon at home.”—But the true
 Reason of their Establishment remains yet to
 be told, *viz.* JOBB and MONOPOLY. This
 was the *Æra*, in which the *Turky* Company
 had its Birth and Education. And all the
 others, while in Being, had just the same Pre-
 tensions of Publick Good to alledge in their
 Favour: But Time has shewn, That we are
 much happier without them.

XIX. As *London* is the Capital of the *British* Empire, and the *Center* of the Body Politick, every Accession of Wealth, Trade, Manufacture, Navigation, and Numbers of Inhabitants to other Parts of the Kingdom, must redound to the Advantage of the Metropolis. For the *Center* in the Body Politick is like the *Heart* in the natural Body, which receives Benefit itself by the brisk and regular Circulation of Blood in the Extremities. But if any one should doubt of this Parallel, let Experience and Matter of Fact determine. For when almost the whole Trade of the Kingdom was circumscribed by exclusive Grants, and those Monopolies confined to the single City and Port of *London*, this City made a very mean and inconsider-

able Appearance, to what it doth at present: But in Proportion, as the inland Counties, and the Out-Ports began to shake off some of their Fetters, and extend their Commerce, in the *same Proportion*, did the Metropolis encrease in Wealth, and Grandeur, Number of Inhabitants and Extent of Buildings. In short, if there was an Accession of Wealth to the farthest Isles of *Scotland*, it would, sooner, or later, find its Way to *London*.

XX. UPON the whole therefore, the Continuation of this exclusive Company is no other, in Effect, than the Payment of a very large *Tribute* annually to *France*;—Together with this mortifying Reflection, That this is a *Tribute* we are *not forced* to pay, but do it *voluntarily*; though we know, That some of her best Provinces are supported by it, some hundreds of Ships employed in the Navigation, and the Government enabled to turn the Wealth and Strength, acquired by our Indolence and Mismanagement, to our own Destruction.

XXI. THE *Landed* Gentlemen in their respective Counties are more particularly concerned to exert themselves on this interesting Occasion; because the Rents of Lands and Houses will be higher, and the Demand for the Produce of Estates, Corn, Wool, Sheep, Cattle, Butter, Cheese, Wood, Coal, &c. &c. will be greater, in Proportion as the Inhabitants of any Country do increase in Num-


bers, Riches, and Manufactures. The Poor also will be less numerous, as there is more Employment,—the Weight of Taxes will be lighter, when more Persons share in the Burden,—and the Tenants, by having better Markets, will be better able to pay their Rents. But these Advantages cannot be obtained, while the present Difficulties, which prevent Industry and stop the Circulation of Labour, are suffered to remain.— In one Word, All Monopolies are so many COMBINATIONS against the *Landed Interest*. And the more violently they are contended for, the more clearly may the Gentlemen of Landed Property discern, Whose Interest is promoted, and whose is sacrificed.

XXII. THE present Juncture seems the most favourable for renewing our Applications to Parliament, to be deliver'd from these Fetters and Oppressions. For We have no Reason to conclude, That We shall meet with any Opposition, but from those, whose Self-Interest is an unhappy Bias on their Judgments. And as a general Election is approaching, all Persons and Parties may have an Opportunity of acquiring a *laudable Popularity*, by distinguishing their Zeal in so NATIONAL A CAUSE.

N. B. THE

N. B. THE sooner an Application is made to Parliament, before it is encumber'd with a Multiplicity of Business, and while the House is *full*, the greater Probability of obtaining Redress. It was chiefly for want of attending to these necessary Circumstances, That such Attempts to extend our National Commerce, and break through Exclusions, have hitherto failed of their desir'd Success. —The principal Points to be proved at the Bar of both Houses, are the following :

1. THAT the *English* Manufacturers can rival the *French* *Turky* Cloth ;
2. THAT the Port of *London* is the dearest in the Kingdom, both for Exporting and Importing of Goods ;
3. THAT not only Woollens, but almost all other Parts of a Cargo to the *Levant*, can be purchased on cheaper Terms in *England*, than at *Marseilles* ;
4. THAT Freight and Insurance are very high at *Marseilles*, as is also the Interest of Money ;
5. THAT the exclusive Powers of the *Turky* Company, by restraining and les-

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4. THAT Freight and Insurance are very high at *Marseilles*, as is also the Interest of Money ;
5. THAT the exclusive Powers of the *Turkey* Company, by restraining and les-

lessening the *Exports* of *English Manufactures*, lessen the Labour, and of Course the Wealth, Power, and Navigation of GREAT BRITAIN.—And by lessening the *Imports* of foreign *raw Materials*, greatly obstruct the Manufactures of those Materials.

F I N I S.





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